

Message Text

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ACTION EUR-12

INFO OCT-01 ISO-00 CIAE-00 DODE-00 PM-04 H-02 INR-07
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FM AMEMBASSY MOSCOW
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INFO USDOC WASHDC
AMCONSUL LENINGRAD
AMEMBASSY BONN
USMISSION BERLIN
AMEMBASSY HELSINKI
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SUBJECT: OPENING DAY OF SOVIET SPECIALIZED EXHIBIT: RAILWAY
TRANSPORT '77

SUMMARY: THIS CABLE REPORTS INITIAL IMPRESSIONS OF
EMBOFFS ON OPENING DAY OF SOVIET TRADE EXHIBIT "RAILWAY
TRANSPORT '77". FOREIGN FIRMS FROM MORE THAN A DOZEN
COUNTRIES ARE TAKING PART. IN OPENING REMARKS, MINISTER
OF RAILWAYS SAID THAT EVENT HELPED TO FULFILL SOVIET
OBLIGATIONS UNDER HELSINKI FINAL ACT. FOUR U.S. FIRMS
ARE PARTICIPATING AT SHOW. END SUMMARY.

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1. EMBOFF AND COMOFFS ATTENDED OPENING DAY CEREMONIES
JULY 13 FOR SOVIET SPECIALIZED EXHIBIT OF RAILROAD
EQUIPMENT, "RAILWAY '77", BEING HELD IN SHCHERBINKA,
A SUBURB SOUTH OF MOSCOW. AMONG SOVIET OFFICIALS
PRESENT AT CEREMONY WERE DEPUTY CHAIRMAN OF USSR
COUNCIL OF MINISTERS AND CHAIRMAN OF COMMISSION FOR CEMA
AFFAIRS, M.A. LESECHKO; MINISTER OF RAILWAYS, I.G.

POLOVSKY AND CHAIRMAN OF USSR CHAMBER OF COMMERCE AND INDUSTRY, B.A. BORISOV. BORISOV LED OFF WITH LENGTHY REMARKS INTENDED TO HIGHLIGHT IMPORTANCE OF EVENT FOR DEVELOPMENT OF SOVIET RAILWAY INDUSTRY, NOTING THAT SEVERAL FOREIGN EXHIBITORS FROM AUSTRIA, BELGIUM, CZECHOSLOVAKIA, UNITED KINGDOM, ITALY, NETHERLANDS, THE UNITED STATES, FINLAND, FRANCE, WEST GERMANY, SWITZERLAND, JAPAN AND WEST BERLIN (SIC) WERE TAKING PART IN SHOW. WEST GERMAN COMMERCIAL ATTACHE NOTED THAT, AS USUAL, THE SOVIETS WERE FLYING A SEPARATE FLAG FOR WEST BERLIN OVER ENTRANCE TO EXHIBITION GROUNDS ALONG WITH FLAGS OF THOSE NATIONS REPRESENTED BY EXHIBITING FIRMS. THERE WAS ALSO A SERIES OF CRESTS DISPLAYED ON POLES ALONG PROMENADE TO EXHIBIT HALLS SYMBOLIZING EACH COUNTRY'S NATIONAL RAILROAD AND HERE AGAIN WEST BERLIN SYMBOL OF A BROWN BEAR RAMPANT STOOD ALONE -- AND AT END OF LINE. U.S. PRESENCE WAS MARKED BY OUR NATIONAL SYMBOL OF EAGLE SPREAD UNDER MOTTO "E PLURIBUS UNUM". ONLY WE AND WEST BERLINERS LACKED DESIGNATION FOR NATIONAL RAILWAY.

2. MINISTER OF RAILWAYS POLOVSKY OFFICIALLY OPENED EXHIBITION WITH SPECIAL WELCOME FOR FOREIGN PARTICIPANTS. POLOVSKY STATED WITHOUT ELABORATION THAT SOVIET GOVERNMENT CONSIDERED "RAILWAY TRANSPORT '77" TO BE "CONCRETE AND SIGNIFICANT" STEP IN FULFILLMENT OF ITS OBLIGATIONS UNDER HELSINKI FINAL ACT.
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3. OF FOREIGN EXHIBITS, LARGEST SPACE BY FAR SEEMED TO HAVE BEEN TAKEN BY WEST GERMANS (TASS VESTNIK FOR JULY 13 REPORTS THAT FRG FIRMS ARE OCCUPYING 1,640 SQUARE METERS OF FLOOR SPACE IN ORGANIZED PAVILION) FOLLOWED BY FINNISH PAVILION WITH 690 SQUARE METERS.. SOVIET RAILROAD EQUIPMENT ON DISPLAY, OF COURSE, DOMINATED EXHIBIT GROUNDS. SOVIETS HAD A LARGE NUMBER OF LOCOMOTIVES, PASSENGER CARS AND FREIGHT CARS ON EXHIBIT, AS WELL AS SEVERAL TYPES OF SPECIALIZED ROLLING STOCK. (COPIES OF BROCHURES DESCRIBING IN DETAIL -- AND IN ENGLISH -- RANGE OF EQUIPMENT SOVIETS AND SOME EE COUNTRIES ARE SHOWING AT "RAILWAY TRANSPORT '77" BEING FORWARDED TO DEPARTMENT UNDER COVER OF AIRGRAM.) PARTICIPATION BY FIRMS FROM OTHER COUNTRIES, INCLUDING U.S. AND JAPAN, DID NOT APPEAR TO BE LARGE.

4. TOUR OF EXHIBIT AREA REVEALED ONLY FOUR PARTICIPATING U.S. FIRMS: PULLMAN STANDARD (EXHIBITING MODERN U.S. BOXCAR WITH NAILABLE STEEL FLOOR), ABEX CORPORATION (BRAKE SHOES FOR RAILWAY ROLLING STOCK), WABCO -- WESTINGHOUSE AIR BRAKE COMPANY (AMERICAN STANDARD)

(HYDRAULIC FRICTION GEAR) AND KOEHRING/BOMAG (FRG
SUBSIDIARY OF U.S. FIRM).

5. WE WILL VISIT RAILWAY TRANSPORT EXHIBIT AGAIN
BEFORE IT CLOSES ON JULY 27 TO DETERMINE WHAT COMMERCIAL
RESULTS, IF ANY, WERE ENJOYED BY FOREIGN, ESPECIALLY
U.S., EXHIBITORS AND REPORT OUR FINDINGS. AS TO
MINISTER POLOVSKY'S COMMENT RE CSCE FULFILLMENT,
WE CAN ONLY SPECULATE THAT SOVIETS NOW CONSIDER ACT OF
INVITING FOREIGN FIRMS AND GUESTS TO PARTICIPATE IN
THEIR TRADE EXHIBITIONS TO BE AN ELEMENT OF COOPERATION
UNDER BASKET II PROVISIONS OF HELSINKI FINAL ACT.
THEY SEEM TO BE ATTEMPTING TO PUT BEST POSSIBLE
FACE ON THEIR CSCE PERFORMANCE DURING PREPARATORY PERIOD FOR
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